

Message Text

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INFO AMCONSUL HONG KONG

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TAGS: ETRD CH US

SUBJECT: US BUSINESS VISITORS TO CHINA IN JUNE

REF: PEKING 979

1. BUSINESS ACTIVITY IN PEKING, ALREADY BEGINNING TO SLACKEN IN MAY, SLOWED TO A WALK IN JUNE. AMPLEX'S SALE OF FOUR VIDEO TAPE RECORDERS TO THE TECHNICAL IMPORT CORPORATION (REFTEL) WAS THE ONLY MAJOR DEAL CONCLUDED HERE THIS MONTH AND CONSISTED OF \$500,000 WORTH OF EQUIPMENT TO BE USED AT THE PEKING TELEVISION STATION. AMPLEX HAS NOW SOLD 22 MACHINES TO THE PRC AND IS HOPEFUL THAT FURTHER SALES WILL FOLLOW.

2. UNION CARBIDE'S HONG KONG MARKETING MANAGER BOB JOSEPHSON VISITED PEKING IN MID-JUNE AS PART OF A HONG KONG BUSINESSMEN'S TOUR HOSTED BY CHINA TRAVEL SERVICE. JOSEPHSON AND OTHER MEMBERS OF THE GROUP WERE ABLE TO GET APPOINTMENTS WITH TRADE CORPORATION OFFICIALS IN SHANGHAI, BUT THEIR ONLY BUSINESS CONTACTS IN PEKING WERE AT A DINNER HOSTED BY WANG YAO-TING AND LI CHUAN, CHAIRMAN AND VICE CHAIRMAN ON THE CHINA COUNCIL FOR THE PROMOTION OF INTERNATIONAL TRADE.

3. FOLLOWING A RECENT SALE OF \$400,000 WORTH OF SHIPS RADIOS PRODUCED BY ITT HONG KONG, THE EAST ASIATIC TRADING COMPANY PEKING REP (JACOBSEN) IS

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CURRENTLY DISCUSSING A SMALL SALE OF ITT TELEX MACHINES

TO THE MACHINERY CORPORATION. DESPITE THE WELL ESTABLISHED PREFERENCE IN CHINA FOR SIEMENS TELEXES, OF WHICH ABOUT 600 WERE SOLD AT THE FRG TRADE EXHIBITION LAST FALL, JACOBSEN IS OPTIMISTIC ABOUT AN EVENTUAL SALE. ALL TELEXES PREVIOUSLY SOLD TO CHINA HAVE BEEN "MECHANICAL" MODELS, BUT EAST ASIATIC IS TRYING TO INTRODUCE ITT'S NEW GENERATION OF ELECTRONIC MODELS AS WELL.

4. BOB LEE OF SPORTING WORLD AND ORIENT EXPRESS (NEW YORK) CAME TO PEKING TO EXAMINE FUTURE ORDERS BEFORE SHIPMENT, A QUALITY CONTROL EFFORT WHICH RESULTED IN THE CANCELLATION OF ONE ORDER CONCLUDED PREVIOUSLY FOR SAFARI JACKETS. ALSO IN THE TEXTILE FIELD, MR. S.C. TANG OF THE MARCO POLO CORPORETION (NEW YORK) WAS INVESTIGATING AN ARRANGEMENT BY WHICH CHINESE FACTORIES MIGHT EMBROIDER U.S.-MADE POLYESTER FABRIC FOR RE-EXPORT TO THE U.S. ACCORDING TO TANG, THE CHINESE REACTION WAS FAVORABLE BUT SUCCESS IN THE PROJECT DEPENDS ON OBTAINING A FAVORABLE US CUSTOMS RULING.

5. CHINESE TRADE OFFICIALS CONTINUE TO DENY ANY CHANGE IN TRADE POLICY, BUT THE GENERAL LOW LEVEL OF US BUSINESS ACTIVITY APPEARS WIDESPREAD COMMERCIAL OFFICERS FROM OTHER EMBASSIES, AS WELL AS FOREIGN BUSINESSMEN, REPORT A NOTICEABLE DECREASE IN TRADE INQUIRIES ORIGINATING WITH THE CHINESE AND AN ACCOMPANYING DECREASE IN CONTRACT CONCLUDED.
GATES

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